HBCU/MI Contracting at Space Systems Company

NASA HBCU/MSI Technology Infusion Road Tour

Jackson State University, MS
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LOCKHEED MARTIN

Michelle Butzke
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Lockheed Martin

Aeronautics





Missiles and Fire Control



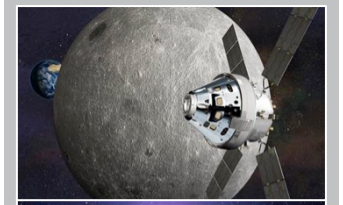


Rotary and Mission Systems





Space Systems





Lockheed Martin's Commitment to Small Business

- **In GFY2016, awarded $4.2 billion total U.S. dollars to 10,000 small businesses**
- **Lockheed Martin actively seeks diverse suppliers**
  - **Bring agility & new perspectives**
  - **Provide innovative solutions to complex challenges**

Challenges Working with HBCU/MSI

Academia Mindset

- **Different Business Infrastructure**
- **Research, Research, Research**
- **Lack of Understanding about Aerospace Industry and Government Contracting**
- **Not Able or Prepared to "Sell" School Capabilities**

Proposal Hurdles

- **Schools Overwhelmed By The Flow Downs & Exhibits**
- **Terms & Conditions**
- **FFP Contracts vs. Cost Contracts / Time & Materials**
- **Rate Structure – Offering Fully Burdened Rates**
- **Clearly Identifying Capabilities and Resources**

Challenges Working with HBCU/MSI

Contract Hurdles

- **Government Contracting Process Is Long**
  - **Hard to Stay In Sync With Academic Calendar/Cycle**
  - **Large Investment of Time for Set Up of Contract**
  - **Opportunity Gone By The Time Proposed Work Is On Contract**

- **Offering Anything But Level of Effort Work Is Hard**
  - **Schools Aren't Set Up to Buy Materials**
  - **Schools Aren't Set Up Issue Subcontracts**
  - **Time Required to vet Gov't Approval Processes (Property, etc.)**
  - **Schools Aren't Set Up to Manage the Project and Invoice Accordingly**

HBCU/MI Master Agreements

- **5 year, $5M Master Agreements**
  - **Pre-negotiated Rates, Terms and Conditions**
    - **Fully Burdened Faculty, Students**
    - **Rates for Work at University or at Various LM Sites**
  - **Ability to Serve Multiple Programs, Customers, Contract Types**
    - **NASA, DoD, IRAD, Commercial**
  - **Work Issued by Task Order**
    - **Quick Turn-Around; Weeks, Not Months**
  - **Time & Materials Contracting**
  - **Invoiced Monthly, Paid Monthly**

Our Four Partners:

- **Florida A&M University**
  - Mechanical Engineering & Test
  - Materials Technology & Processes
  - Composite Materials
  - High Performance Manufacturing Institute
- **North Carolina A&T**
  - Engineering
  - Nano-technology
  - Materials Technology & Processes
  - Composite Materials
  - Specialized Instrumentation
- **University of Las Vegas Nevada**
  - Mechanical Engineering
  - Machining (5 axis, 3D, etc.)
  - Energy, Radiation and Solar Power Studies
  - Highly Advanced Robotics Lab
  - Materials Technology & Processes
- **Clark Atlanta University**
  - Composite & Nanoscale Materials
  - Mechanical Engineering
  - Composites Processing
  - Thermal Analysis